

THE TIMES PUBLISHED DAILY
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RICHMOND, VA., SUNDAY, SEPTEMBER 18, 1910.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Summer Dullness at Last Fades Away and Bet- ter Business Shows Up

MANY SMALL SALES. BRIGHT OUTLOOK

Richmond Investors Acquire Vac- ant Property at Westbrook. Handsome Grace Street Home Changes Hands. Noticeable Activity in the Beautiful Suburbs.

Fair weather, autumn breezes and good, bracing air have done much to revive the real estate market during the past week. These changed conditions seem to have started things going, and all of the agents, or at least the most of them, report a decided improvement in business as compared with the preceding week, and in fact with several preceding weeks. The improvement is shown both in the increased number of sales and in the increased inquiry.

While nothing very great in the way of sales and nothing of startling interest was accomplished, it turned out to be a good, substantial business week, the bulk of the deals that were consummated being homes and home sites of the smaller order in the city and out in the suburbs, the latter being the more active.

However, some pretty good sized deals that have been hanging on in the string for quite a while dropped off in the consummation basket. Probably the most interesting deal of the week was the sale made by Green & Redd of the handsome residence, No. 104 East Grace Street, which was formerly the home of Thomas Rutherford, and is one of the three nice residences that were erected in that block years ago by the late James Thomas. The sale was made for Mrs. M. L. Gray and Charles B. Richardson, the general agent for Virginia of the Massachusetts Mutual Life Insurance Company, was the purchaser. The sum paid being \$13,000 cash. Mr. Richardson will make extensive improvements and repairs and occupy the residence as his Richmond home.

Westbrook Lands Sold.

Another interesting deal that has long swung in the air involves a valuable suburban property. Something like a year ago Mr. Miller, a New York man with a big bank account, bought the Westbrook property from the Ginter estate, and after selling the residence and a considerable part of the surrounding land, cut the remainder up into lots, and in a vague way put the subdivisions on the market. He has now, after much negotiating and much dangle of the string, sold the subdivision property as a whole, to H. Harwood and James T. Sloan, becoming the transaction. The sum paid, the something more than \$35,000, was the price paid. It is also understood that in due time Messrs. Harwood and Sloan will be offering this superb property to would-be owners of large and airy suburban homes.

A Fair Sample Deal.

Speaking about improved business in real estate circles, Richeson & Crutchfield report that they scored one or more sales every day during the week, mostly of small residential property, the total being about \$20,000. Among the sales was a large lot in Ginter Park.

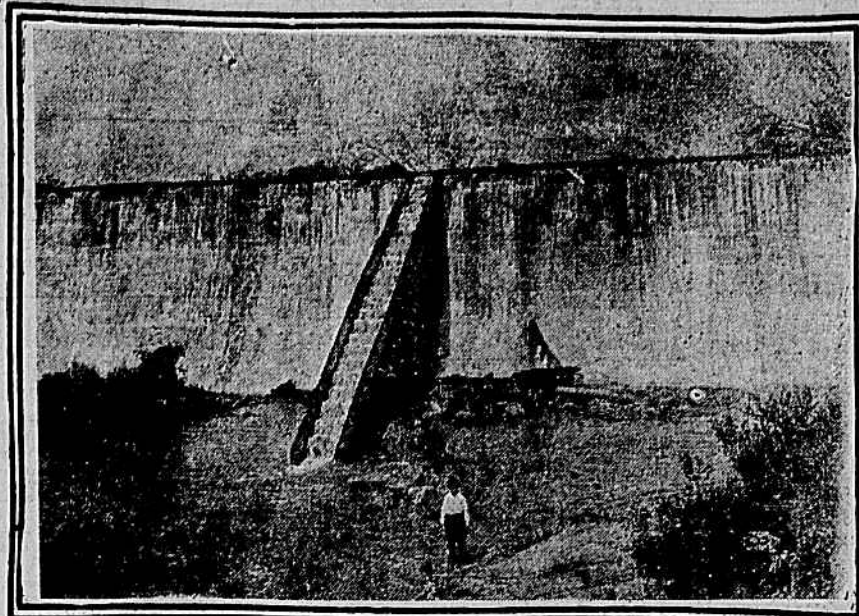
J. Thompson Brown & Company tell of some good sales they made, among them being very satisfactory auction sales of six Church Hill lots and also private sales of several West End dwellings, footing up about \$20,000. They also report a sale for \$20,000 of the property of the late Major Lewis Ginter by John T. Howe, for the Avondale Land Company. The company will subdivide this property into large lots and put them on the market immediately. This property, in such a high state of development, will doubtless find ready buyers among those wishing a beautiful location outside the city, with water, sewerage and electric car service.

Affly Norwood.

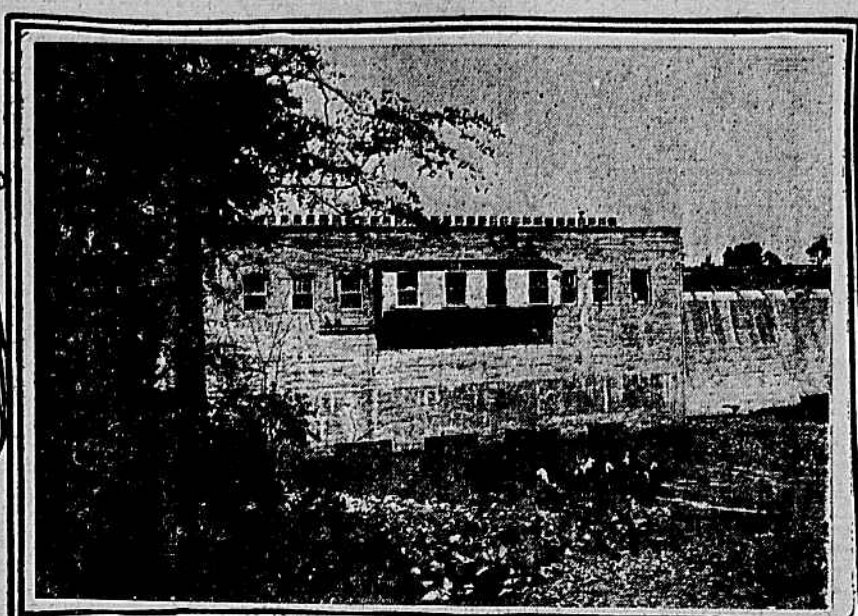
Since the opening of Norwood, the new addition to Barton Heights, which was put on the market just about a month ago, more than \$30,000 of the property has been sold. All the dwellings being purchased by actual settlers who will move in as soon as they are entirely completed. The purchasers are well known people and will be a desirable acquisition to the social and professional life on the Heights. They are James W. Carr, Mrs. Mrs. Milburn, who has already moved in, C. R. Nuckolls, Frank Cook, Dr. Allen W. Freeman, L. H. Spencer, C. P. Carter.

The above sales include between (Continued on Third Page.)

EMPORIA'S GREAT POWER DEVELOPED



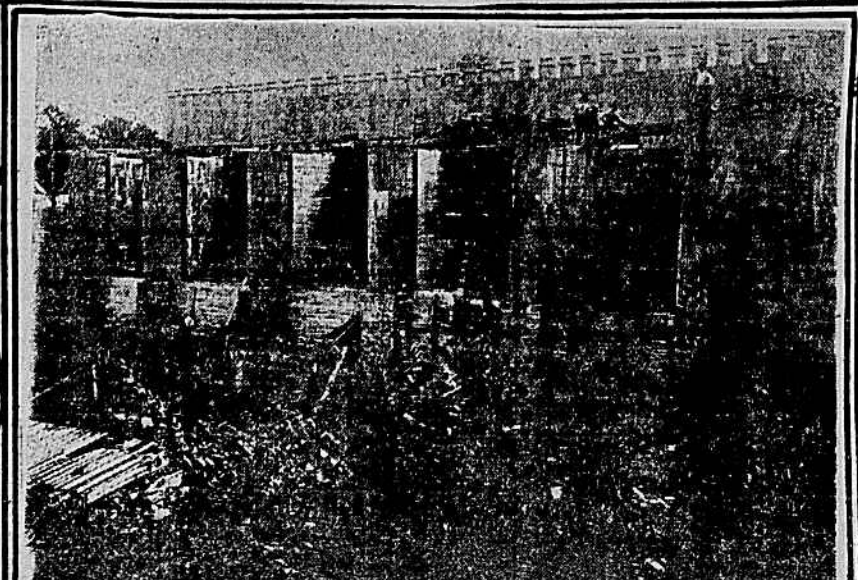
THE BIG DAM AND FISH LADDER.



PARTIAL VIEW OF POWER HOUSE.



NORTH END VIEW OF DAM.



VIEW OF INTAKES BEFORE WATER WAS TURNED ON.

BEST OF FARMING TO-DAY'S DEMAND

Virginia Flowers and Sowers
Can Beat the World if
They Will.

MODERN METHODS TAUGHT

A B C and the X Y Z of Demon- stration Work—Oft-Told Facts Revamped.

BY FRANK S. WOODSON,
Industrial Editor.

The following letter explains itself, and I will try to make the reply self-explanatory also:

You have been writing a great deal about the farmers' co-operative demonstration work and appealing to boards of supervisors of the counties to vote money to aid in the extension of this work, and thus you have gotten farmers everywhere in the State very much interested, but you have been writing in a way that seems to assume that all of the farmers' know just what the work is. Here you have made a mistake. Except in the counties (twenty odd I believe you say there are) where the demonstration work has been going on for some time, the farmers are totally ignorant of the work, but they want it and want their boards of supervisors to make it possible for them to get it. It is a good thing, while you may have commenced at the very A B C of the good work and fully explained it up to the Y Z, thousands of farmers, not then being as much interested in the subject as they now are, read after you carelessly, and I think it will do good just at this time if you will go over it again as briefly as you can.

Very truly yours, SOUTHWEST VIRGINIA FARMER.

It is true, as my friend intimates, that a great deal has been published in the Industrial Section about this demonstration work and its good results, and it is also true, as he suggests, that it is now a very live subject and one of great importance to agricultural Virginia. Since the United States government and the Virginia State government offer to double the appropriations made by county supervisors in order to carry the work on in every county in the State, the newspapers can do no better service than to keep the matter before the people and to keep hammering away at the county appropriations under the terms made and provided by the last Legislature.

Aims and Objects in View.

And now for the A B C of it all, asked for by my friend in the Southwest. The object of the farmers' co-operative demonstration work, the origin, rise, progress and magnificent results of which, as far as it has gone, have been fully explained in these columns from time to time, is to place a practical object lesson before the farming masses, illustrating the best and most profitable methods of producing the standard farm crops, and to secure such active participation in the demonstration as to prove to the farmers that they can make a much larger average annual crop and secure a

greater return for their toil than heretofore.

This work shows also that there is no necessity for the general deterioration of farms and the too common poverty of the rural masses.

Briefly stated, the salient features of the rural lessons given by the farm demonstration work are as follows:

1. Better drainage of the soil.
2. A deeper and more pulverized seed bed; deep fall plowing with implements that will not bring the subsoil to the surface.
3. The use of seed of the best variety, intelligently selected and carefully stored.
4. In cultivated crops, giving the rows and the plants in the rows a space suited to the plant, the soil and the climate.
5. Intensive tillage during the growing period of the crops.
6. The importance of a high content of humus in the soil; the use of legumes, barn-yard manure, farm refuse and commercial fertilizers.
7. The value of crop rotation and a winter cover crop on Southern farms.
8. The accomplishment of more work in a day by each laborer by using more horsepower and better implements.
9. The importance of increasing the farm stock to the extent of utilizing all the waste products and idle lands of the farm.
10. The production of all food required for men and animals on the farm.
11. The keeping of an account with each farm in order to know from which the gain or loss arises.

School for the Man With the Plow.

The demonstration work may be regarded as a system of adult education given to the farmer upon his farm by means of object lessons in the soil, prepared under his observation and generally by his own hand. The teaching of object lessons in the soil is more effective when it is simple, direct and limited to a few common field crops, such as corn, cowpeas and oats, for instance, so that the comparison may be evident and accepted at a glance. If general success can be secured with these standard crops further diversifications follow as a natural result.

The instruction given for the first year mainly refers to the method of making a larger and more profitable crop at a reduced cost of production, and consists of four lessons called "the primary lessons." First, the best seed and how to make it; second, the best soil and how to make it; third, the best time and how to make it; fourth, the best tools and how to make it.

The principal defects in the seed bed for farm crops in the South are shallow breaking (plowing), failure to plow shallow, plowing under green crops at frequent periods and the improvement of the drainage by ditching or tile.

Seeds, and How to Get Them.

Prior to the commencement of the demonstration work, the average farmer in the South gave little attention to seed selection. Corn, for instance, was sown in the spring from the crib without testing. The result was a poor stand—a condition that can rarely be remedied.

The demonstration work requires (Continued on Third Page.)

WEATHER FAVORABLE FOR TOBACCO CROPS

Injury by Rain Not So Great as Feared—Receipts and Sales in Bright Belt Are Increasing Gradually.

The story of the leaf tobacco trade of the past week is very nearly a repetition of that of the week previous. The receipts and sales on the markets in the bright belt are increasing gradually, and the buyers are beginning to be able to judge somewhat of the quality of the crop that was grown this year, much of which is still on the hills. The weather for the past two weeks has been very favorable, and the injury that the rains were supposed to have done previous to that time does not seem so bad as it was at first thought to be. The bright crop is coming up very nicely.

Big Sales at Lynchburg.

Lynchburg, Va., September 17.—The sale of primings on the Lynchburg tobacco market this week has broken all records in the history of the tobacco trade for high prices. The average price for the week was \$3.50 per 100 pounds, compared with \$2.50 per 100 pounds for the same week last year. The sales for the week aggregated 40,000 pounds, with exactly the same average. These prices, compared with last year, make a splendid improvement for the market.

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Tobacco Report from Danville.

Danville, Va., September 17.—The sales continue small and mainly of primings. The proportion of leaf tobacco on the breaks increased slightly. The farmers are in the midst of cutting and curing the crop, and large receipts are not expected until this time is reached.

The Rocky Mount Tobacco Market.

Rocky Mount, N. C., September 17.—The receipts of leaf tobacco were on the increase this week, amounting to nearly 800,000 pounds. The offerings consisted largely of tips and the better grades of leaf tobacco, while primings are still largely in evidence. The quality of the offerings has improved as a whole, there being less of the red common and more of the better grades of leaf and tips. Prices remain about the same as former weeks on the lower grades of tobacco and common tips, but on all grades of tobacco with body and good color and texture they are higher. The average being about 10c for the best and the price of the market all seem highly pleased. Good receipts are expected next week.

Report from Lynchburg.

Lynchburg, Va., September 17.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following

report of tobacco sold on the Lynchburg market:

Sold week ending September 16, 1910	Sold week ending September 1, 1910
22,500 pounds	40,500 pounds
22,500 pounds	40,500 pounds
22,500 pounds	40,500 pounds

The prices for primings were very satisfactory this week. The weather being favorable, the farmers are busy cutting tobacco this week.

Market Is a Success.

Washington, D. C., September 17.—Washington's tobacco market is proving a great success, and the daily sales are rapidly increasing from day to day. Thursday and Friday were both record-breakers for a new market. Thursday the sales were 1,800 pounds, at an average price of \$3.50 per 100 pounds. The tobacco being brought to this city by the farmers from all over this section of the State is of exceptionally good quality, and is bringing good prices. Judging from the way in which the tobacco is pouring into this city Washington's new tobacco market is already an assured success.

NEW TRAIN WANTED.

Representatives of Chase City, Clarksville and other towns to meet Finley, President Finley, of the Southern Railway, will meet a large gathering of business men in Chase City, Va., Tuesday next to discuss with them the propriety of improving the passenger train service between Richmond and Durham, N. C., via the Southern Railway.

and then over the Keyville-Durham-Raleigh line as far as Durham, if not on to Raleigh. The meeting will be under the auspices of the Business Men's Club of Chase City, of which R. D. Patterson is the president, and representatives will be in attendance from the towns of this city to Keyville, Clarksville, Oxford, Durham and Raleigh and from the Chamber of Commerce of Richmond. The meeting will probably result in the extension of the accommodation train which now operates from Richmond to Mosley, or it may result in the adding of an entirely new train between Richmond and Raleigh. In any event it will be a great accommodation to the people of Keyville, Chase City, Clarksville, Oxford and Durham and intermediate points.

Better Shows Called For.

What we need to-day is better shows, and more of them; better feeling amongst the exhibitors, and finally, better birds. There is a big chance for improvement along most any line of undertaking. Likewise, there is room for betterment in the organization, that are the main factors in running shows throughout the country. Some are too exclusive, while others admit any one and every one asking membership. Neither extreme is wrong, and an association to live and prosper must have hard workers who are real practical chicken men at its head.

There is always widespread com- (Continued on Third Page.)

ACRY FOR BETTER POULTRY SHOWS

Southern States and Cities
Should Follow Lead of the
Northern Sections.

FOSTER CHICKEN INDUSTRY

Short Lecture on Shows and How to Run Them—The State Fair.

BY WALTER C. SCHAAF.

What we need in Virginia and throughout the Southern States is better poultry shows. Up to a few years ago, when any one spoke of John or Jim going into the chicken business, their friends thought they were getting crazy. Why, up in the New England States and in New York, New Jersey and Pennsylvania, there are scores of chicken men who have, and are now, making fortunes running large poultry plants. Most of these men started on the bottom rung of the ladder and worked their way up, while some started in on a big scale and forced it through with their money alone. To cut it short, the man named Jim going into the chicken business, their friends thought they were getting crazy. Why, up in the New England States and in New York, New Jersey and Pennsylvania, there are scores of chicken men who have, and are now, making fortunes running large poultry plants. 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